

# 2026 Air Service Data Seminar

January 26 – 28, 2026 // New Orleans, LA



## 2026 AIR SERVICE DATA SEMINAR AGENDA

All sessions and events will take place at The Westin New Orleans

Updated: January 13, 2026 // Subject to Change

### MONDAY, JANUARY 26, 2026

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- 3:00 PM – 5:30 PM     **Registration**
- 3:00 PM – 4:30 PM     **Air Service Committee Steering Group Meeting**  
*(Invitation Only)*
- 4:30 PM – 5:15 PM     **New to Air Service Professional Meet-N-Greet**
- 5:30 PM – 7:00 PM     **Networking Reception**

### TUESDAY, JANUARY 27, 2026

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- 8:00 AM – 4:00 PM     **Registration**
- 8:00 AM – 9:00 AM     **Networking Breakfast (River Bend Ballroom)**
- 9:00 AM – 9:15 AM     **Welcome & Opening Remarks (Grand Ballroom)**  
Kevin Dolliole, Director of Aviation; Louis Armstrong New Orleans International Airport  
Seth Cutter, Vice President-Industry Affairs; Airports Council International-North America
- 9:15 AM – 9:45 AM     **The State of the Aviation Industry: The Good, Bad & Ugly**  
Introduction: Paul Eubanks, Senior Director-Air Policy; ACI-NA  
Speaker: Levi Anstine, Managing Director-Air Service Consulting; Mead & Hunt

Session Description: *If the airline industry were a classic Western, it'd be The Good, The Bad & The Ugly—set against a backdrop of jet engines instead of six-shooters. There's the good: strong demand, innovation, and record-breaking travel numbers. The bad: supply chain bottlenecks, rising costs, and labor challenges. And of course, the ugly: delays, disruptions, and some truly wild swings in airline profitability.*

*This session takes you on a high-flying ride through the latest industry data—covering schedules, demand trends, financial performance, and more—with just enough aviation geekery to keep your propellers spinning. Grab your hat and spurs as we chart where the industry is now and where it's headed next. No poncho required.*

9:45 AM – 10:30 AM

### **Staying Up to Date & Bringing Your Stakeholders Along**

Moderator: Robyn Platt, Director; Campbell-Hill Aviation Group

Speaker(s): Betsy Taylor, Manager-Passenger Airline Business Development; Columbus Regional Airport Authority

Darren L'Appanna, Manager-Air Service & Business Development; Orlando Intl. Airport

Stephanie Chester, Director of Marketing & Community Relations; Tulsa International Airport

Session Description: *In a constantly evolving aviation landscape, staying ahead of industry shifts is critical. This session explores how air service development professionals leverage data, market insight, and industry intelligence to track change and keep airport stakeholders informed and engaged.*

10:30 AM – 11:00 AM

### **Networking Break**

11:00 AM – 11:15 AM

### **Update to US DOT Data: Why, What & When**

Introduction: Josh Ainley; Manager-Safety & Regulatory Affairs; ACI-NA

Speaker: James Lundy, President; Campbell-Hill Aviation Group

Session Description: *Changes are coming to DOT O&D Data. There will be more time periods, data points and robust sample size. This session will look at the most recent changes and what to expect in the future.*

11:15 AM – 11:45 AM

### **Aviation Statistics & How to Interpret**

Moderator: Nate Lavin, Air Service & Business Development Manager; Salt Lake City Intl. Airport

Speaker(s): Joe Nevill, Air Service Development Manager; Spokane International Airport

Ariana McKnire, Director-Airline Business Development; Metropolitan Washington Airports Authority

Session Description: *Data drives every airport decision but knowing how to read and apply it is key. This session will help airport business development professionals understand aviation metrics, identify meaningful trends, and turn numbers into insights that support air service growth and strategic planning*

11:45 AM – 12:15 PM

### **Cell Phone Location Data: Why It's So Popular; Where to Find It; How to Choose It**

Moderator: Tom Reich, Air Service DevlMpt./Retention Director; Metropolitan Washington Airports Authority

Speaker(s): Cat Howard, Senior Customer Success Manager; Placer.ai

Kirk Lovell, Managing Director-Air Service Consulting; Mead & Hunt

Sergio Rodriguez; Director for Air Service Development; Flare Aviation Consulting

Session Description: *New sources of cell phone location data are transforming how airports quantify passenger demand across their catchment area. This session will explore how to calculate, interpret, and apply this data to strengthen air service cases and identify new travel patterns with the goal of building stronger business cases for new and expanded air service to your community.*

12:15 PM – 12:30 PM

### **Game Show Time: Round 1**

12:30 PM – 1:30 PM

### **Networking Lunch**

1:30 PM – 2:15 PM

**Weird Science: Demographic, Macroeconomic & Visitation Data**

Moderator: Rachel Shulman, Director of Air Service Development; Crawford, Murphy & Tilly (CMT)

Speakers: Evan Berg, Director-Air Service Development; ASM  
Brandon Nettles, Principal Business Analyst; New Orleans International Airport  
Jon Jager, Manager-Air Service Development ; Colorado Springs Airport  
Ian Chyun, Airline Marketing Director-North America; Airbus Americas

Session Description: *Weird science: From shifting demographics to economic trends and visitor behavior, the data behind air service can get complex. This session breaks down how to make sense of these “weird science” factors and use them to tell a compelling story about your market’s true potential.*

2:15 PM-2:45 PM

**International Data: Why It’s Different; Sources, Estimations Used for Trans-Border Data**

Moderator: Francisco Partida, Interim Director of Aviation; Fresno Yosemite International Airport

Speaker(s): Zeljka Momirovic, Director of Air Service Development, Houston Airport System  
Stephen Fast, Manager-Air Service Development; Calgary International Airport  
Tina Bodill, Data Project Manager; Cirium

Session Description: *Understanding international air travel data is essential—but it’s not the same as analyzing domestic trends. This session dives into the unique complexities of both international and trans-border air travel data, highlighting how it differs from domestic datasets.*

2:45 PM – 3:00 PM

**Game Show Time: Round II**

3:00 PM – 3:30 PM

**Networking Break**

3:30 PM – 4:15 PM

**Airline Panel Discussion**

Moderator: Carrie Kelly, Director; Ailevon Pacific Aviation Consulting

Speakers: Lindsey Hanbidge, Manager-Domestic Network & Planning; American Airlines  
Kimberly Mitchell, Project Manager-Network Planning; Delta Air Lines  
Claire Bratzel, Senior Analyst- IAD Domestic Planning, Global Network Planning/Alliances; United Airlines

Session Description: *Join us for an easy-going conversational discussion with current airline network planners — career journeys, “day in the life” of a network planner, how planning ties in with other commercial teams and any other industry topics.*

4:15 PM – 4:30 pm

**Game Show Time: Round III**

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**WEDNESDAY, JANUARY 28, 2026**

8:00 AM – 10:00 AM

**Registration**

8:00 AM – 9:00 AM

**Networking Breakfast**

9:00 AM – 9:45 AM

**Ideas to Lower Cost Per Enplanement & Increase Airport Revenues/Case Study**

Moderator: Anthony Gilmer, Vice President-Air Service Development & Strategic Marketing;  
Louisville Regional Airport Authority

Speaker(s): Jaimini Erskine, Vice President-Marketing & Concessions; Metropolitan Washington Airports Auth.  
Lacey Guzman, Manager-Marketing & Air Service Development; Corpus Christi International Airport  
Adrian Warchola, Director-Air Service Development; Edmonton International Airport

Session Description: *As airports face growing pressure to manage operational costs while maximizing non-aeronautical revenue, innovative strategies are more critical than ever. This session explores approaches to lowering Cost Per Enplanement (CPE) while simultaneously unlocking new revenue streams. Through compelling real-world airport case studies, industry experts will share how airports of various sizes have successfully lowered their CPE and increased overall airport revenues.*

9:45 AM – 10:15 AM

**Air Carrier Incentive Program (ACIP): Keeping it Simple**

Moderator: Harrison Earl, Director-Air Service Development; Crawford, Murphy & Tilly

Speaker(s): Brian Solis, Manager-Aviation Market Development; Lee County Port Authority  
Rachel Barth, Director-Air Service Development & Strategic Marketing Lincoln Airport

Session Description: *Incentive programs can be powerful tools for attracting new service, but they don't have to be complicated. This session explores practical approaches to designing straightforward, effective airline incentives that meet FAA guidelines and resonate with carriers.*

10:15 AM – 10:45 AM

**Minimum Revenue Guarantees (MRGs): Effectively Setting Up & Community Partnerships**

Moderator: Trevor Rice, Director of Marketing & Air Service Development; Tri-Cities Regional Airport

Speaker(s): Hasaan Azam, Director-Air Service Development & Properties; Reno-Tahoe Airport Authority  
Jacob Tyler, Chief Air Service Development Officer; San Antonio Airport System  
Tim Sieber, Managing Partner; Volaire Aviation Consulting

Session Description: *MRGs are a vital tool for communities and airports seeking to attract and sustain air service. But how can stakeholders ensure MRGs are structured for long-term success—and not just short-term fixes? This session explores the strategic setup of MRGs, including key legal, financial, and operational considerations. Experts will share best practices for balancing airline expectations with community resources, structuring agreements that align incentives, and ensuring transparency and accountability. The session will also highlight how strong community partnerships—between airports, local governments, economic development groups, and businesses—can drive shared investment and support.*

10:45 AM – 11:15 AM

**Networking Break**

11:15 AM – 11:45 AM

**Game Planning for New Air Service**

Moderator: Kari Goetz, Chief Flying Squirrel; Winzig Consulting

Speaker(s): Angi Daus, Vice President-Air Service & Corporate Communications; Asheville Regional Airport  
Erin McNally, Marketing-Air Service Development-Public Relations; Wilmington International Airport

Session Description: *Launching new air service requires more than just a good pitch—it takes strategic foresight, cross-sector collaboration, and a clear understanding of market dynamics. This panel will explore the critical elements involved in planning for new air routes, from data-driven market analysis and incentive structures to community engagement and airline relationship management. Panelists will share real-world case studies and offer actionable insights into what it takes to move from opportunity to reality. Whether you're looking to attract your first commercial flight or expand your existing network, this session will help you build a smarter playbook for air service success.*

11:45 AM – 12:00 PM

**Question & Answers/Closing Remarks**

12:00 PM

**Grab and Go Lunches Available**